## MASSACHUSETTS SMALL BUSINESS DEVELOPMENT CENTER State FY2020

## Clients counseled and trained in Gateway Cities by Area of Counseling July 1, 2019 - June 30, 2020

City	Area of Counseling Main Group	Client	Contact + Prep Hours	Jobs Created	Jobs Retained	Started Business	Capital Formation
ATTLEBORO	1	23	71		1		
	Accounting & Records	1	1				
	Business Startup & Acquisition	8	38				
	COVID-19	9	8				
	Disaster Assistance	5	11				
	Financial Analysis & Cost Control	1	1				
	International Trade	4	3				
	SBIR / STTR	1	2				
	Sources of Capital	4	7				
	Strategic Plan. / Facilitation	1	1				
BARNSTABLE		4	3	1		1	\$10,00
	Business Startup & Acquisition	1		1		1	\$10,00
	Disaster Assistance	1	1				
	International Trade	1					
	Marketing & Sales	1					
	Sources of Capital	2	1				
BROCKTON		25	60	4	21	2	\$1,033,800
	Business Startup & Acquisition	11	21	4		1	\$50,00
	COVID-19	5	6		9		\$28,80
	Disaster Assistance	3	3				
	Financial Analysis & Cost Control	1					
	Government Procurement	1					
	International Trade	1	12				
	Marketing & Sales	4	3				
	Sources of Capital	11	16		12	1	\$955,00
CHELSEA		13	35				
		1					
	Business Startup & Acquisition	4	23				
	COVID-19	2					
	Disaster Assistance	2	2				
	International Trade	6					
	Sources of Capital	1	11				
HICOPEE		56	144	6		3	\$9,70
	Accounting & Records	1	2				
	Bus. Plan Development	1	2				
	Business Startup & Acquisition	31	92	6		3	\$9,700
	COVID-19	7	3				
	Disaster Assistance	1	2				
	Financial Analysis & Cost Control	1	2				
	International Trade	4	3				
	Marketing & Sales	11	9				
	Sources of Capital	11	30				
EVERETT	-	13	33	2			\$54,500
	Accounting & Records	1	4				•
	Business Startup & Acquisition	4	15				
	Disaster Assistance	1	2				
	Financial Analysis & Cost Control	1	6				
	Government Procurement	1					
	International Trade	3					
	Marketing & Sales	1					
	Personnel/Human Resources	1	2				\$2,50
	Sources of Capital	3	4	2			\$52,00
'ALL RIVER	<del></del>	116	266	<u> </u>	50	7	\$921,92
	Accounting & Records	1	1	<del>- ,</del>	_ •	-	, , <u></u> , , <u></u>
	Bus. Plan Development	9	13				
	<del>-</del>		12				
	Business Liquidation	<b>/</b> :	1.7.				
	Business Liquidation Business Startup & Acquisition	2 39	12 46	17	1	6	\$308,000

City	Area of Counseling Main Group	Client	Contact + Prep Hours	Jobs Created	Jobs Retained	Started Business	Capital Formation
	COVID-19	17	20		34	<u>.                                    </u>	\$301,425
	Disaster Assistance	30	48				
	Financial Analysis & Cost Control	5	19				
	Government Procurement	1	1				
	International Trade	5	28				
	Marketing & Sales	12	32				
	Mgmt / Oper. Analysis	2	2				
	Personnel/Human Resources	2	2				
	SBIR / STTR	3	30		1 5	1	¢212 ፫00
	Sources of Capital	35	13		15	1	\$312,500
FITCHBURG	Technology	1 30	1 68	4	70	2	\$287,103
FITCHDUNG		30 1	00	4	70	Z	Ψ207,103
	Accounting & Records	2	2				
	Business Startup & Acquisition	10	8	4		2	\$0
	COVID-19	3	1	1		2	ΨΟ
	Disaster Assistance	1	1				
	Financial Analysis & Cost Control	2	4				
	Government Procurement	5	35				
	International Trade	7	13		70		\$287,103
	Marketing & Sales	2	10		, 0		Ψ207,100
	Sources of Capital	5	6				
HAVERHILL	The state of the s	21	58	8	8	2	\$850,740
		3					,
	Business Startup & Acquisition	12	34	6		2	\$107,000
	COVID-19	5	2		1		\$13,740
	Disaster Assistance	3	3				
	International Trade	1					
	Marketing & Sales	2	2				
	Sources of Capital	3	17	2	7		\$730,000
HOLYOKE		43	102	6	24	3	\$142,200
		5					
	Business Startup & Acquisition	23	39	2		2	\$2,200
	Computer Systems	2					
	COVID-19	11	8		21		\$110,000
	Disaster Assistance	1	1				
	Financial Analysis & Cost Control	1	2				
	International Trade	1	3				
	Marketing & Sales	6	19				
	Mgmt / Oper. Analysis	1	3		_		+0000
, AMADENIAE	Sources of Capital	12	27	4	3	1	\$30,000
LAWRENCE		46	89	3	19	1	\$247,500
	Destruction Charles O. Association	5	7.4	1		1	¢Ω
	Business Startup & Acquisition	29	74	1	10	1	\$0
	COVID-19	13	6		18		\$200,000
	Disaster Assistance Government Procurement	3	6				
	International Trade	2					
	Sources of Capital	4 5	3	2	1		\$47,500
I FOMINCTED	Sources of Capital	28	88	2 1	1	1	\$47,300 \$0
LEOMINSTER		20 1	00	1		1	\$0
	Business Startup & Acquisition	13	31	1		1	\$0
	COVID-19	4	1	1		1	ΨΟ
	Disaster Assistance	1	1				
	Government Procurement	5	25				
	International Trade	5	4				
	Marketing & Sales	3	1				
	Sources of Capital	4	26				
LOWELL	odurces of capital	29	107	12	11	2	\$1,045,000
LUWELL		41	10/	14	11	<u>~</u>	$\psi \perp_{\mathcal{I}} \cup \perp_{\mathcal{I}} \cup_{\mathcal{I}} \cup \cup \cup$
			-				
	Business Startun & Acquisition	1		12		2	\$798 000
	Business Startup & Acquisition COVID-19		73 8	12	10	2	\$798,000 \$17,000

City	Area of Counseling Main Group	Client	Contact + Prep Hours	Jobs Created	Jobs Retained	Started Business	Capital Formation
	Government Procurement	1	4			<u> </u>	
	International Trade	8	16				
	Marketing & Sales	1					
	SBIR / STTR	1	1		4		4000.000
I WAINI	Sources of Capital	3	3	1.4	1 8	4	\$230,000
LYNN		53 1	104	14	8	4	\$149,600
	Accounting & Records	2					
	Business Liquidation	1	5				
	Business Startup & Acquisition	37	80	11		4	\$55,000
	COVID-19	8	7		8	_	\$78,600
	Disaster Assistance	7	9				•
	Financial Analysis & Cost Control	2					
	Government Procurement	1					
	International Trade	1	2				
	Marketing & Sales	1					
	Sources of Capital	3	2	3			\$16,000
MALDEN		24	39	5	4	1	\$1,334,11
	A 0.D	2	2				
	Accounting & Records	1	2	4		1	¢1 11 °CO
	Business Startup & Acquisition COVID-19	12 7	24 9	4	1	1	\$1,115,000 \$169,112
	Disaster Assistance	1	9 1		4		\$109,117
	Financial Analysis & Cost Control	1	1				
	Government Procurement	2					
	International Trade	4	2				
	Marketing & Sales	1	_				
	SBIR / STTR	1	2				
	Sources of Capital	1		1			\$50,000
METHUEN	-	17	43	2	17	2	\$122,287
		2					
	Business Startup & Acquisition	7	29	2		2	\$2,000
	Computer Systems	1	2				
	COVID-19	6	6		17		\$120,28
	Disaster Assistance	3	5				
	Government Procurement	2	2				
	International Trade	2					
NEW BEDFORD	Marketing & Sales	1 91	285	14	621	8	\$2,213,703
NEW DEDITORD		1	203	14	021	O	\$2,213,70.
	Business Startup & Acquisition	36	47	9		5	\$18,000
	COVID-19	14	30		534	3	\$2,083,433
	Disaster Assistance	21	38		001		φ <b>2</b> ,000,100
	Financial Analysis & Cost Control	2	12				
	Government Procurement	1	1				
	International Trade	12	65		87		\$57,270
	Marketing & Sales	8	20	5		3	\$50,000
	Personnel/Human Resources	3	5				
	Sources of Capital	17	11				\$5,000
	Strategic Plan. / Facilitation	2	57				
PEABODY	Technology	1	1			_	
		49	115	11	28	5	\$190,000
	Assourting Q D J -	3	2				
	Accounting & Records	3	2 50	4		Λ	¢10.00
	Business Startup & Acquisition COVID-19	24 5	58 2	4	28	4	\$10,000 \$125,000
	Disaster Assistance	5 9	2 12		۷8		\$125,000
	Financial Analysis & Cost Control	2	14				
	Government Procurement	1					
	International Trade	4	9				
	michianomai made						
	Marketing & Sales	3	3				
	Marketing & Sales Sources of Capital	3 6	3 30	7		1	\$55,000

COVID-19	City	Area of Counseling Main Group	Client	Contact + Prep Hours	Jobs Created	Jobs Retained	Started Business	Capital Formation
Business Startup & Acquisition		=						
COVID-19		<del>-</del>		_	20		17	¢(00.401
Disaster Assistance					20	7.4	17	\$698,491 \$905,000
Financial Analysis & Cost Control   3   6						74		\$905,000
International Trade								
Marketing & Sales   9   25								\$29,000
Personnel/Human Resources   2								Ψ2 9,000
QUINCY    Business Startup & Acquisition   28   80   2   57   3   \$3.31     Business Startup & Acquisition   28   80   2   51   \$1     Disaster Assistance   5   5     International Trade   5   12     SBIR / STTR   3   16   55     SOurces of Capital   11   57   53   6   2   \$1.9     REVERE   29   40   15   6   1     Business Startup & Acquisition   13   28   1   5     COVID-19   7   2   5     Disaster Assistance   2   2     Government Procurement   2     International Trade   5   3     SBIR / STTR   1   1     Sources of Capital   1   4   15   1     Sources of Capital   1   4   15   1     Accounting & Records   4   3     Business Startup & Acquisition   71   140   23   328   15   \$6     GOVID-19   23   16   328   \$3.5     Disaster Assistance   22   32     Financial Analysis & Cost Control   10   5     Government Procurement   1     International Trade   4   2     Arketing & Sales   8   14     Personnel/Human Resources   1   1     Sources of Capital   10   26   5     Business Startup & Acquisition   2   7     Business Startup & Acquisition   34   215   23   6   10   \$    COVID-19   22   19   124   1   32    Disaster Assistance   6   13   4    Financial Analysis & Cost Control   2   16    Government Procurement   2    International Trade   4   5    Business Startup & Acquisition   34   215   23   6   10    Business Startup & Acquisition   34   215   23   6   10    Business Startup & Acquisition   34   215   23   6   10    Business Startup & Acquisition   34   215   23   6   10    Business Startup & Acquisition   34   215   23   6   10    Business Startup & Acquisition   34   215   23   6   10    Business Startup & Acquisition   34   215   34    Financial Analysis & Cost Control   2   34    Business Startup & Acquisition								
QUINCY								
Business Startup & Acquisition   28   80   2   1   \$1	OHINCY	sources of capital			55	57	3	\$3,177,819
COVID-19	QUINCI	Rusiness Startun & Acquisition				37		\$45,000
Disaster Assistance   5					2	51	1	\$1,171,429
International Trade   5   12   12   15   12   15   16   17   17   18   17   18   18   19   19   19   19   19   19						31		Ψ1,171,127
SBIR / STTR   3   16								
REVERE   Sources of Capital   11   57   53   6   2   \$1,9								
REVERE					53	6	2	\$1,961,390
Business Startup & Acquisition	RFVFRF	boarees or dapital						\$324,000
Business Startup & Acquisition	KL V LIKL			10	15	Ü	1	Ψ32 1,000
COVID-19		Rusiness Startun & Acquisition		28		1		\$48,000
Disaster Assistance   2   2   2   3   3   4   5   4   1   5   5   5   5   5   5   5   5   5								\$1,000
Government Procurement						3		Ψ1,000
International Trade SBIR / STTR 1 1 1 1 Sources of Capital 1 4 15 1 \$2 \$3 \$328 15 \$4.3 \$328 \$4.3 \$328 15 \$4.3 \$328 \$4.3 \$328 \$1.5 \$4.3 \$4.3 \$4.3 \$4.3 \$4.3 \$4.3 \$4.3 \$4.3				2				
SBIR / STTR 1 1 1 4 15 1 32  SALEM				3				
SALEM    1								
SALEM		· ·		_	15		1	\$275,000
Accounting & Records	SALEM	Sources of Capital		=		328		\$4,354,181
Accounting & Records	SALLIVI			230	23	320	13	Ψ4,334,101
Business Startup & Acquisition		Accounting & Records		3				
COVID-19		9			22		15	\$694,200
Disaster Assistance   22   32   32   Financial Analysis & Cost Control   10   5   5   5   5   5   5   5   5   5					23	328	13	\$3,564,981
Financial Analysis & Cost Control						320		ψ3,30 <del>1</del> ,701
Government Procurement   1								
International Trade     Marketing & Sales     Marketing & Sales     Personnel/Human Resources     1 1     Sources of Capital				3				
Marketing & Sales   8				2				
Personnel/Human Resources								
Sources of Capital   10		_						
SPRINGFIELD		•						\$95,000
19	SPRINGFIFI D	Sources of Capital			29	149	12	\$554,272
Accounting & Records Bus. Plan Development Business Liquidation Business Startup & Acquisition Business Startup & Acquisition Computer Systems COVID-19 Bisaster Assistance Financial Analysis & Cost Control Government Procurement International Trade Marketing & Sales Personnel/Human Resources Sources of Capital Strategic Plan. / Facilitation Business Startup & Acquisition Business Startup & Acquisition Accovernment Procurement International Trade International Tr	or Kindi illi			340	2)	147	12	Ψ554,272
Bus. Plan Development 2 4 Business Liquidation 2 7 Business Startup & Acquisition 134 215 23 6 10 \$ Computer Systems 6 1 COVID-19 22 19 124 1 \$2 Disaster Assistance 6 13 4 Financial Analysis & Cost Control 2 16 Government Procurement 2 International Trade 4 5 Marketing & Sales 21 22 Personnel/Human Resources 1 3 Sources of Capital 27 42 2 19 1 \$2 Strategic Plan. / Facilitation 1 2 TAUNTON 34 54 1 7 1 \$ Business Liquidation 1 2 Business Startup & Acquisition 14 20 1 1 1 COVID-19 8 4 7 \$ Disaster Assistance 5 7 Government Procurement 2		Accounting & Records		2				
Business Liquidation 2 7 Business Startup & Acquisition 134 215 23 6 10 \$ Computer Systems 6 1 COVID-19 22 19 124 1 \$2 Disaster Assistance 6 13 4 Financial Analysis & Cost Control 2 Government Procurement 2 International Trade 4 5 Marketing & Sales 21 22 Personnel/Human Resources 1 3 Sources of Capital 27 42 2 19 1 \$2 Strategic Plan. / Facilitation 1 2 Business Liquidation 1 2 Business Startup & Acquisition 14 20 1 7 Disaster Assistance 5 7 Government Procurement 2		_						
Business Startup & Acquisition 134 215 23 6 10 \$ Computer Systems 6 1 COVID-19 22 19 124 1 \$2 Disaster Assistance 6 13 4 Financial Analysis & Cost Control 2 16 Government Procurement 2 International Trade 4 5 Marketing & Sales 21 22 Personnel/Human Resources 1 3 Sources of Capital 27 42 2 19 1 \$2 Strategic Plan. / Facilitation 1 2 Business Liquidation 1 2 Business Startup & Acquisition 14 20 1 1 COVID-19 8 4 4 7 7 \$ Disaster Assistance 5 7 Government Procurement 2								
Computer Systems 6 1 COVID-19 22 19 124 1 \$2 Disaster Assistance 6 13 4 Financial Analysis & Cost Control 2 16 Government Procurement 2 International Trade 4 5 Marketing & Sales 21 22 Personnel/Human Resources 1 3 Sources of Capital 27 42 2 19 1 \$2 Strategic Plan. / Facilitation 1 2 TAUNTON 34 54 1 7 1 \$ Business Liquidation 1 2 Business Startup & Acquisition 14 20 1 1 COVID-19 8 4 4 7 \$ Disaster Assistance 5 7 Government Procurement 2		<u>=</u>		•	23	6	10	\$62,000
COVID-19					23	U	10	Ψ02,000
Disaster Assistance 6 13 4 Financial Analysis & Cost Control 2 16 Government Procurement 2 International Trade 4 5 Marketing & Sales 21 22 Personnel/Human Resources 1 3 Sources of Capital 27 42 2 19 1 \$2 Strategic Plan. / Facilitation 1 2 TAUNTON 34 54 1 7 1 \$ Business Liquidation 1 2 Business Startup & Acquisition 14 20 1 1 COVID-19 8 4 4 7 \$ Disaster Assistance 5 7 Government Procurement 2		<u> </u>				124	1	\$268,972
Financial Analysis & Cost Control 2					1.	124	1	\$200,772
Government Procurement   2   International Trade   4   5					4			ΨΟ
International Trade 4 5 Marketing & Sales 21 22 Personnel/Human Resources 1 3 Sources of Capital 27 42 2 19 1 \$2 Strategic Plan. / Facilitation 1 2  TAUNTON 34 54 1 7 1 \$ Business Liquidation 1 2 Business Startup & Acquisition 14 20 1 1 COVID-19 8 4 7 7 Disaster Assistance 5 7 Government Procurement 2				10				
Marketing & Sales       21       22         Personnel/Human Resources       1       3         Sources of Capital       27       42       2       19       1       \$2         Strategic Plan. / Facilitation       1       2       1       7       1       \$         TAUNTON       34       54       1       7       1       \$         Business Liquidation       1       2       2       1       1       1       1       \$       \$       1       1       1       1       \$       \$       \$       1       1       1       1       1       \$ <td< td=""><td></td><td></td><td></td><td>5</td><td></td><td></td><td></td><td></td></td<>				5				
Personnel/Human Resources 1 3 Sources of Capital 27 42 2 19 1 \$2 Strategic Plan. / Facilitation 1 2 TAUNTON 34 54 1 7 1 \$ Business Liquidation 1 2 Business Startup & Acquisition 14 20 1 1 COVID-19 8 4 4 7 7 \$ Disaster Assistance 5 7 Government Procurement 2								
Sources of Capital   27   42   2   19   1   \$2   \$2   \$2   \$19   \$1   \$2   \$2   \$2   \$2   \$2   \$3   \$3   \$3		=						
Strategic Plan. / Facilitation       1       2         TAUNTON       34       54       1       7       1       \$         Business Liquidation       1       2       2       1       1       1       2       1					2	10	1	\$223,300
TAUNTON 34 54 1 7 1 \$  Business Liquidation 1 2  Business Startup & Acquisition 14 20 1 1  COVID-19 8 4 7 \$  Disaster Assistance 5 7  Government Procurement 2		-			2	19	1	Ψ223,300
Business Liquidation 1 2 Business Startup & Acquisition 14 20 1 1 COVID-19 8 4 7 \$ Disaster Assistance 5 7 Government Procurement 2	TAHNTON	on angle i ian. / radiinanuii			1	7	1	\$36,000
Business Liquidation 1 2 Business Startup & Acquisition 14 20 1 1 COVID-19 8 4 7 7 \$ Disaster Assistance 5 7 Government Procurement 2	1710111011			34	1	/	1	<b>430,000</b>
Business Startup & Acquisition 14 20 1 1 COVID-19 8 4 7 \$ Disaster Assistance 5 7 Government Procurement 2		Rusiness Liquidation		2				
COVID-19 8 4 7 \$ Disaster Assistance 5 7 Government Procurement 2		<u>=</u>			1		1	\$0
Disaster Assistance 5 7 Government Procurement 2		<u> </u>			1	7	1	\$0,000 \$36,000
Government Procurement 2						/		<b>φ30,000</b>
				/				
		International Trade						
International Trade 1 Marketing & Sales 4 18				10				

City	Area of Counseling Main Group	Client	Contact + Prep	Jobs	Jobs	Started	Capital
		Chent	Hours	Created	Retained	Business	Formation
	Sources of Capital	7	3				
WESTFIELD		35	88	6	7	3	\$876,000
		3					
	Accounting & Records	1	2				
	<b>Business Startup &amp; Acquisition</b>	24	55	6		3	\$71,000
	COVID-19	5	2		5		\$195,000
	Disaster Assistance	1	2				
	Financial Analysis & Cost Control	1	3				
	Government Procurement	1					
	International Trade	1	1				
	Marketing & Sales	5	14				
	Sources of Capital	6	10		2		\$610,000
WORCESTER		278	705	46	382	24	\$4,142,155
		23					
	Accounting & Records	18	23				
	Bus. Plan Development	1	2				
	Business Liquidation	1	2				
	Business Startup & Acquisition	150	354	46		24	\$395,000
	Computer Systems	1					
	COVID-19	39	19		75		\$569,356
	Disaster Assistance	19	24				
	Financial Analysis & Cost Control	9	21				
	Government Procurement	15	56				
	International Trade	9	10		305		\$177,799
	Inventory Control	1	2				
	Marketing & Sales	31	48				
	Personnel/Human Resources	3	5				
	Regulatory Issues	1	2				
	SBIR / STTR	3	11				
	Sources of Capital	31	126		2		\$3,000,000
	Strategic Plan. / Facilitation	1	2				
<b>Grand Total</b>		1,552	3,618	305	1,891	120	\$23,709,088